



# June 2016

Area Delimited by County Of Muskogee

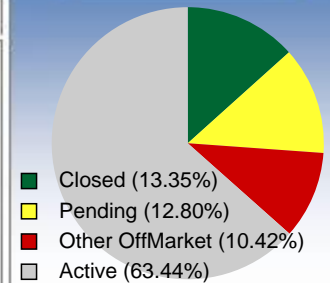


**Absorption:** Last 12 months, an Average of **53** Sales/Month

**Active Inventory** as of June 30, 2016 = **347**

	JUNE		
	2015	2016	+/-%
Closed Listings	54	73	35.19%
Pending Listings	52	70	34.62%
New Listings	120	109	-9.17%
Average List Price	114,554	85,697	-25.19%
Average Sale Price	110,949	82,366	-25.76%
Average Percent of List Price to Selling Price	96.40%	93.97%	-2.52%
Average Days on Market to Sale	49.59	39.55	-20.25%
End of Month Inventory	392	347	-11.48%
Months Supply of Inventory	8.10	6.54	-19.26%

## Market Activity



# Monthly Inventory Analysis

Report Produced on: Jul 12, 2016

Data from the **Greater Tulsa Association of REALTORS®**

## Analysis Wrap-Up

### Months Supply of Inventory (MSI) Decreases

The total housing inventory at the end of June 2016 decreased **11.48%** to 347 existing homes available for sale. Over the last 12 months this area has had an average of 53 closed sales per month. This represents an unsold inventory index of **6.54** MSI for this period.

### Average Sale Prices Falling

According to the preliminary trends, this market area has experienced some downward momentum with the decline of Average Price this month. Prices dipped **25.76%** in June 2016 to \$82,366 versus the previous year at \$110,949.

### Average Days on Market Shortens

The average number of **39.55** days that homes spent on the market before selling decreased by 10.04 days or **20.25%** in June 2016 compared to last year's same month at **49.59** DOM.

### Sales Success for June 2016 is Positive

Overall, with Average Prices falling and Days on Market decreasing, the Listed versus Closed Ratio finished strong this month.

There were 109 New Listings in June 2016, down **9.17%** from last year at 120. Furthermore, there were 73 Closed Listings this month versus last year at 54, a **35.19%** increase.

Closed versus Listed trends yielded a **67.0%** ratio, up from last year's June 2016 at **45.0%**, a **48.83%** upswing. This will certainly create pressure on a decreasing Month's Supply of Inventory (MSI) in the following months to come.

## What's in this Issue

<b>Closed Listings</b>	<b>1</b>
<b>Pending Listings</b>	<b>2</b>
<b>New Listings</b>	<b>3</b>
<b>Inventory</b>	<b>4</b>
<b>Months Supply of Inventory</b>	<b>5</b>
<b>Average Days on Market to Sale</b>	<b>6</b>
<b>Average List Price at Closing</b>	<b>7</b>
<b>Average Sale Price at Closing</b>	<b>8</b>
<b>Average Percent of List Price to Selling Price</b>	<b>9</b>
<b>Market Summary</b>	<b>10</b>

## Real Estate is Local

### Consumers Should Consult with a REALTOR®

Buying or selling real estate, for a majority of consumers, is one of the most important decisions they will make. Choosing a real estate professional continues to be a vital part of this process.

### Identify a Professional to Manage the Procedure

REALTORS® are well-informed about critical factors that affect your specific market area - such as changes in market conditions, consumer attitudes and interest rates.

### Are You Ready to Buy or Sell Real Estate?

Contact an experienced REALTOR®

**Visit [www.tulsarealtors.com](http://www.tulsarealtors.com) to find a REALTOR® today.**



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

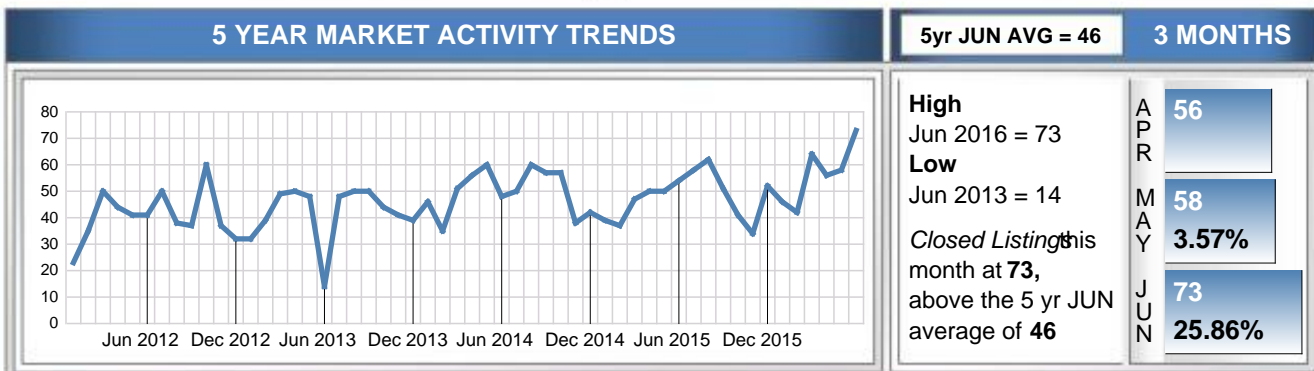
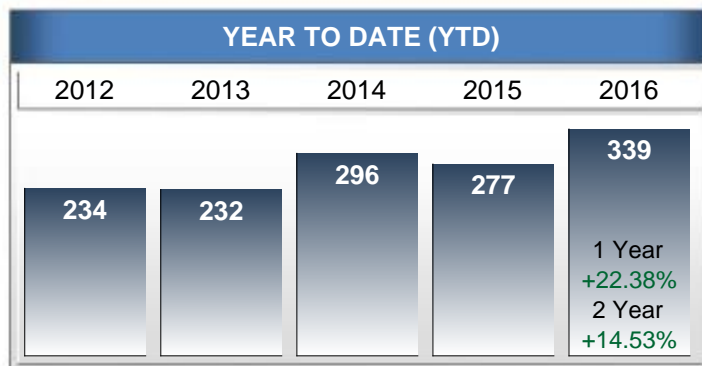
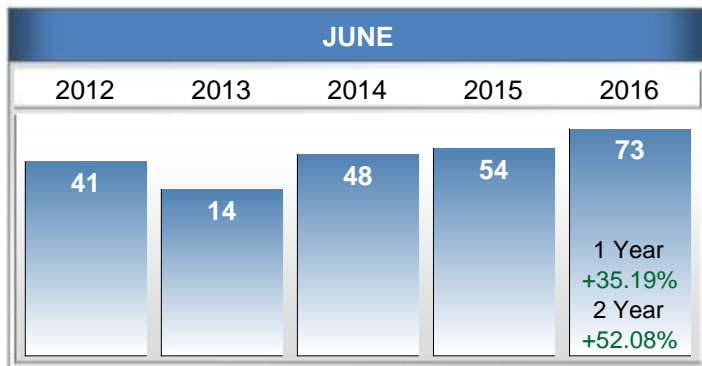
Closed Sales as of Jul 12, 2016



Report Produced on: Jul 12, 2016

### Closed Listings

Area Delimited by County Of Muskogee



Closed Listings

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#### CLOSED LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Closed Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.37%	27.0	1	0	0	0
\$10,001 - \$30,000	16	21.92%	31.9	8	6	1	1
\$30,001 - \$40,000	6	8.22%	25.3	2	4	0	0
\$40,001 - \$90,000	22	30.14%	52.6	5	17	0	0
\$90,001 - \$120,000	10	13.70%	30.8	0	10	0	0
\$120,001 - \$160,000	10	13.70%	33.5	1	7	2	0
\$160,001 and up	8	10.96%	49.6	0	6	2	0
<b>Total Closed Units:</b>	<b>73</b>		<b>39.5</b>	<b>17</b>	<b>50</b>	<b>5</b>	<b>1</b>
<b>Total Closed Volume:</b>	<b>6,012,698</b>			<b>650.35K</b>	<b>4.64M</b>	<b>706.05K</b>	<b>14.91K</b>
<b>Average Closed Price:</b>	<b>\$82,366</b>			<b>\$38,256</b>	<b>\$92,828</b>	<b>\$141,210</b>	<b>\$14,905</b>



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

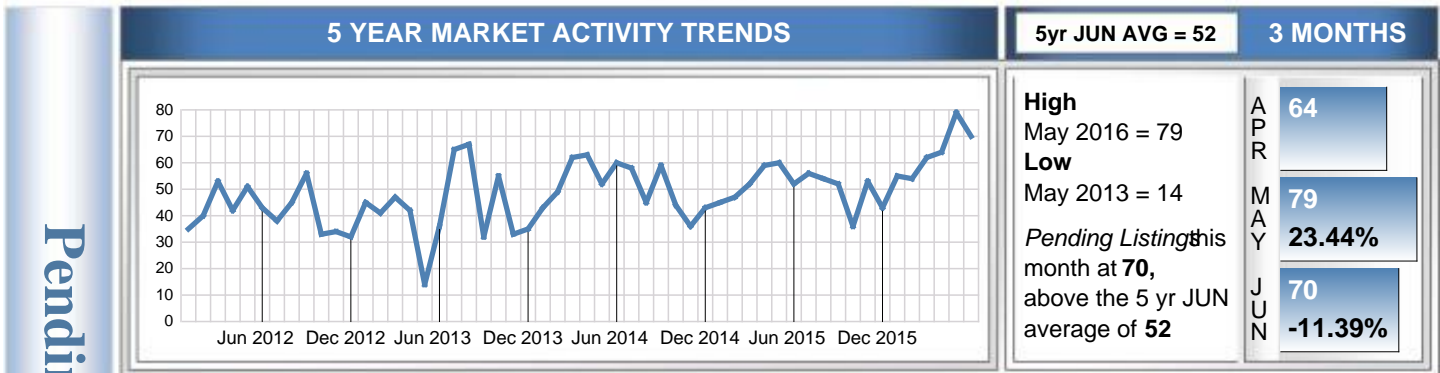
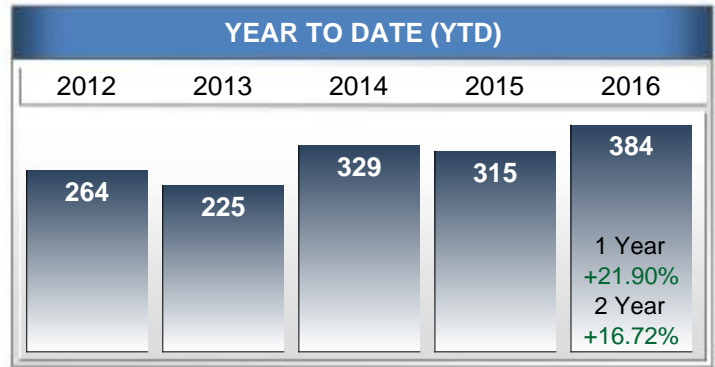
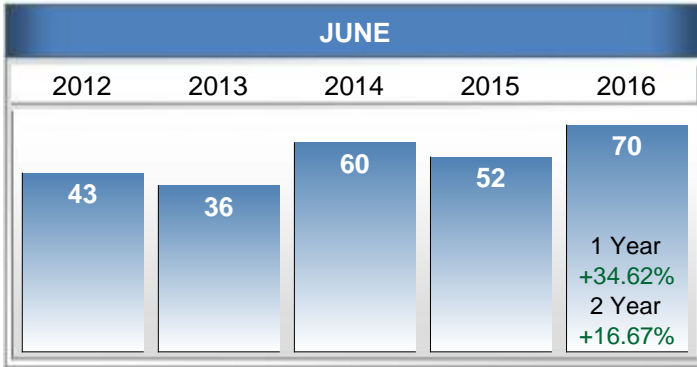
Pending Listings as of Jul 12, 2016



### Pending Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Pending Listings

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#### PENDING LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Pending Listings by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	6	8.57%	54.8	3	0	2	1
\$20,001 \$30,000	2	2.86%	87.5	1	1	0	0
\$30,001 \$70,000	15	21.43%	61.7	8	6	1	0
\$70,001 \$110,000	20	28.57%	26.7	4	15	1	0
\$110,001 \$150,000	11	15.71%	49.0	0	8	3	0
\$150,001 \$180,000	8	11.43%	63.9	2	6	0	0
\$180,001 and up	8	11.43%	52.1	0	3	5	0
Total Pending Units: 70				59.0			
Total Pending Volume: 7,188,449				1.08M 4.40M 1.70M 14.90K			
Average Listing Price: \$59,038				\$59,907 \$112,767 \$141,442 \$14,900			



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

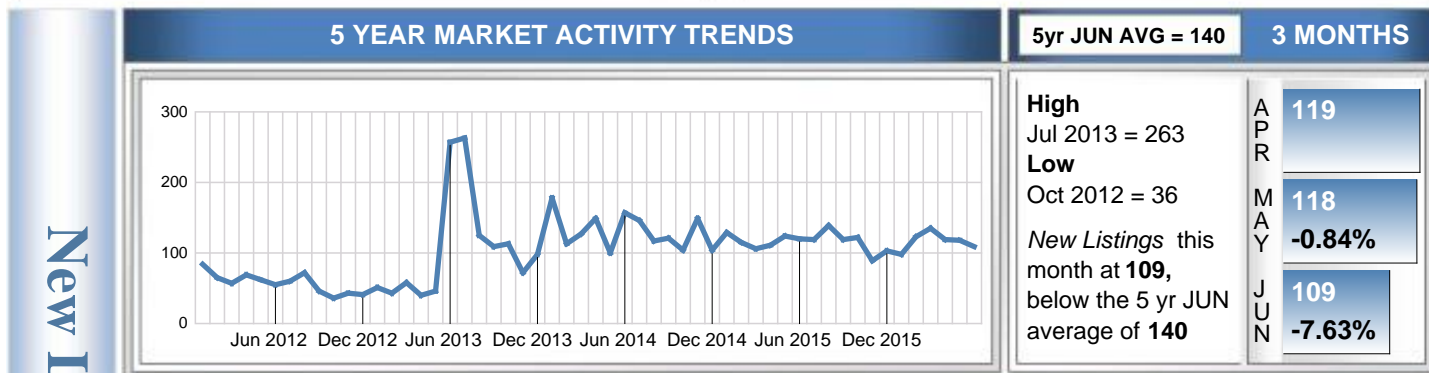
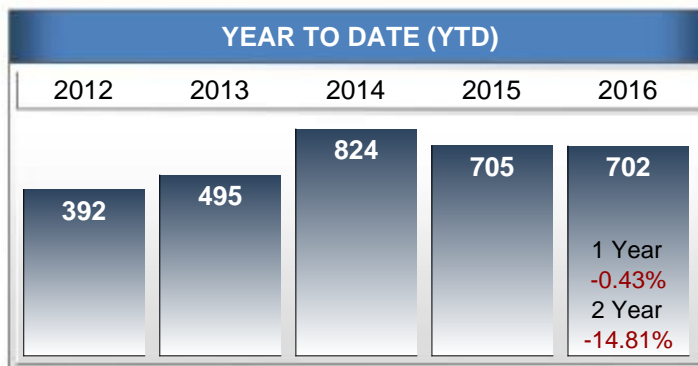
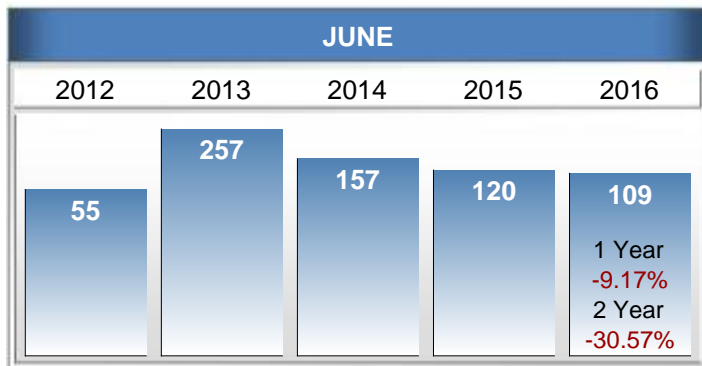
New Listings as of Jul 12, 2016



### New Listings

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



New Listings

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#### NEW LISTINGS & BEDROOMS DISTRIBUTION BY PRICE

Distribution of New Listings by Price Range		%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$20,000 and less	9	8.26%	8	1	0	0
\$20,001 \$40,000	13	11.93%	10	1	2	0
\$40,001 \$70,000	17	15.60%	12	3	2	0
\$70,001 \$120,000	28	25.69%	4	22	2	0
\$120,001 \$170,000	13	11.93%	4	9	0	0
\$170,001 \$250,000	18	16.51%	2	11	5	0
\$250,001 and up	11	10.09%	4	2	4	1
Total New Listed Units:			44	49	15	1
Total New Listed Volume:			4.83M	6.25M	2.88M	429.90K
Average New Listed Listing Price:			\$109,709	\$127,457	\$192,227	\$429,900



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

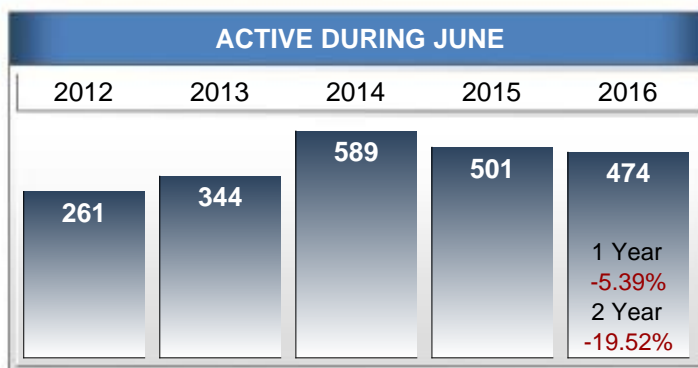
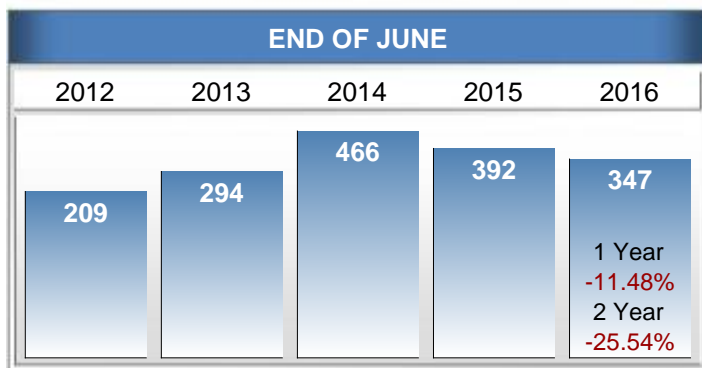
Active Inventory as of Jul 12, 2016



### Active Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Active Inventory

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5yr JUN AVG = 342	3 MONTHS
<b>High</b> Oct 2013 = 499	<b>A P R</b> 371
<b>Low</b> Apr 2013 = 98	<b>M A Y</b> 367
<i>Inventory</i> this month at <b>347</b> , above the 5 yr JUN average of <b>342</b>	<b>J U N</b> 347
	<b>-1.08%</b>
	<b>-5.45%</b>

#### INVENTORY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Inventory by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+		
\$0 and less	0	0.00%	0.0	0	0	0	0		
\$1-\$25,000	66	19.02%	85.2	58	5	3	0		
\$25,001-\$50,000	47	13.54%	92.0	34	11	2	0		
\$50,001-\$100,000	91	26.22%	76.1	39	47	5	0		
\$100,001-\$175,000	56	16.14%	72.2	15	39	2	0		
\$175,001-\$325,000	50	14.41%	72.6	7	23	16	4		
\$325,001 and up	37	10.66%	75.6	21	2	12	2		
Total Active Inventory by Units:				347	78.8	174	127	40	6
Total Active Inventory by Volume:				55,238,628		26.64M	15.97M	10.56M	2.06M
Average Active Inventory Listing Price:				\$159,189		\$153,117	\$125,781	\$263,982	\$343,800



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

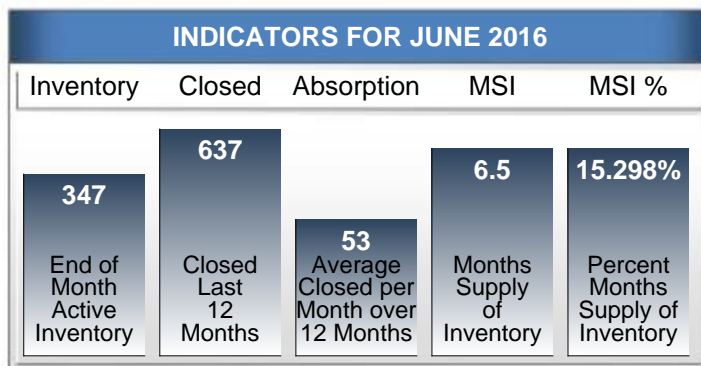
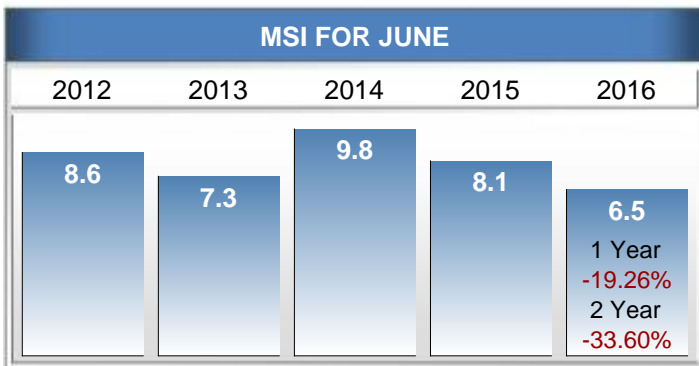
Active Inventory as of Jul 12, 2016



### Months Supply of Inventory

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Months Supply  
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5yr JUN AVG = 8.1	3 MONTHS
<b>High</b> Jan 2012 = 21.2 <b>Low</b> Apr 2013 = 2.3 <i>Months Supply</i> this month at <b>6.5</b> , below the 5 yr JUN average of <b>8.1</b>	A P R <b>7.3</b> M A Y <b>7.1</b> <b>-2.36%</b> J U N <b>6.5</b> <b>-8.27%</b>

#### MONTHS SUPPLY & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Active Inventory by Price Range and MSI			%	MSI	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	25	7.20%	16.7	22.2	6.0	0.0	0.0	
\$10,001 \$30,000	50	14.41%	6.4	8.3	2.1	9.0	0.0	
\$30,001 \$50,000	38	10.95%	5.6	10.1	2.9	4.0	0.0	
\$50,001 \$110,000	93	26.80%	5.6	13.7	3.8	4.0	0.0	
\$110,001 \$180,000	58	16.71%	4.1	9.3	3.8	1.6	6.0	
\$180,001 \$340,000	47	13.54%	8.7	84.0	8.1	5.8	0.0	
\$340,001 and up	36	10.37%	43.2	84.0	12.0	33.0	24.0	
MSI:	6.5			12.9	4.0	5.5	12.0	
Total Active Inventory:	347			174	127	40	6	



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

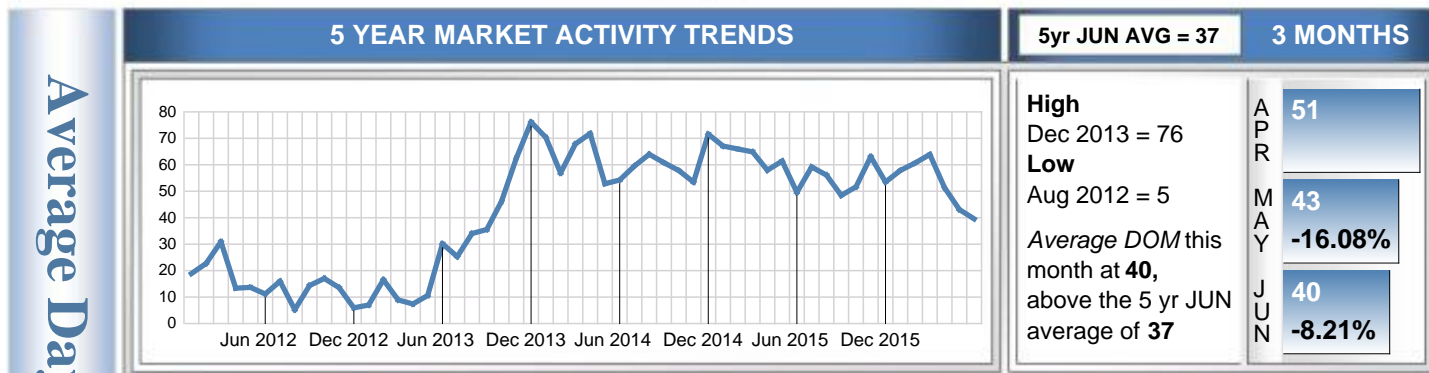
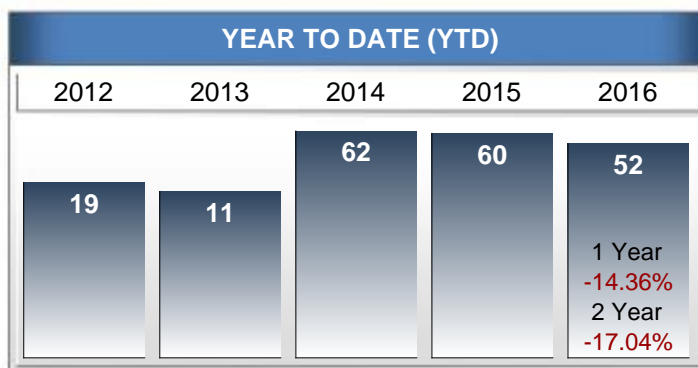
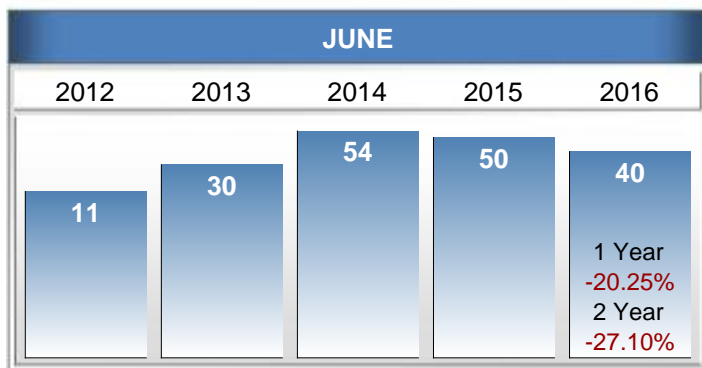
Closed Sales as of Jul 12, 2016



### Average Days on Market to Sale

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Average Days on Market

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#### AVERAGE DOM OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Days on Market to Sale by Price Range		%	AVDOM	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.37%	27.0	27.0	0.0	0.0	0.0
\$10,001 \$30,000	16	21.92%	31.9	12.1	36.2	105.0	92.0
\$30,001 \$40,000	6	8.22%	25.3	32.0	22.0	0.0	0.0
\$40,001 \$90,000	22	30.14%	52.6	40.8	56.1	0.0	0.0
\$90,001 \$120,000	10	13.70%	30.8	0.0	30.8	0.0	0.0
\$120,001 \$160,000	10	13.70%	33.5	33.0	18.0	88.0	0.0
\$160,001 and up	8	10.96%	49.6	0.0	40.7	76.5	0.0
Average Closed DOM: 39.5				25.0	38.7	86.8	92.0
Total Closed Units: 73				17	50	5	1
Total Closed Volume: 6,012,698				650.35K	4.64M	706.05K	14.91K



# Monthly Inventory Analysis

Data from the Greater Tulsa Association of REALTORS®

## June 2016

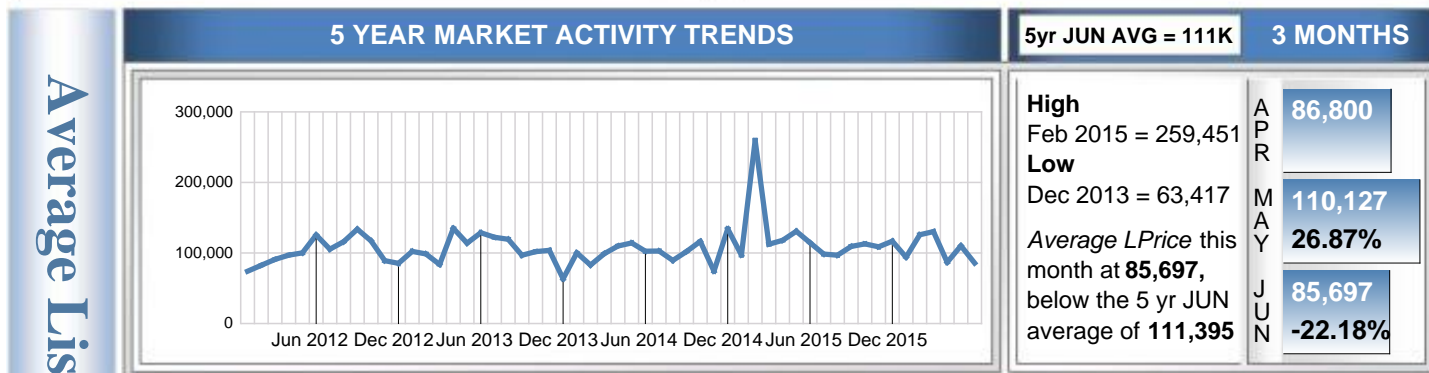
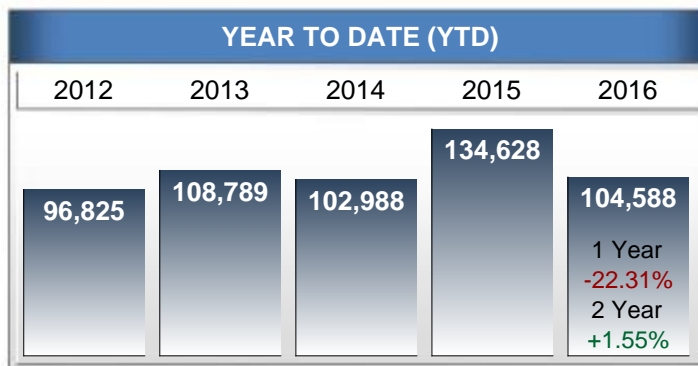
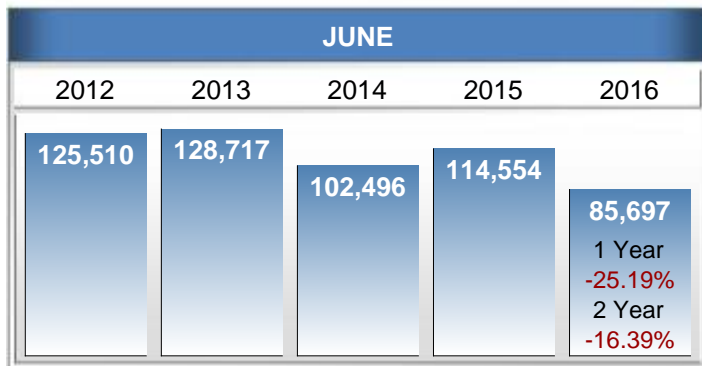
Closed Sales as of Jul 12, 2016



### Average List Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Average List Price

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#### AVERAGE LIST PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average List Price at Closing by Price Range		%	AVL\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	0	0.00%	0	11,500	0	0	0
\$10,001 \$30,000	16	21.92%	16,953	17,831	18,700	39,900	14,900
\$30,001 \$40,000	7	9.59%	38,757	39,700	36,500	0	0
\$40,001 \$90,000	22	30.14%	68,227	60,820	70,759	0	0
\$90,001 \$120,000	9	12.33%	105,344	0	106,310	0	0
\$120,001 \$160,000	10	13.70%	134,750	149,900	138,614	132,400	0
\$160,001 and up	9	12.33%	212,967	0	221,583	212,350	0
Average List Price:	\$85,697			\$40,444	\$96,480	\$145,880	\$14,900
Total Closed Units:	73			17	50	5	1
Total List Volume:	6,255,850			687.55K	4.82M	729.40K	14.90K





# Monthly Inventory Analysis

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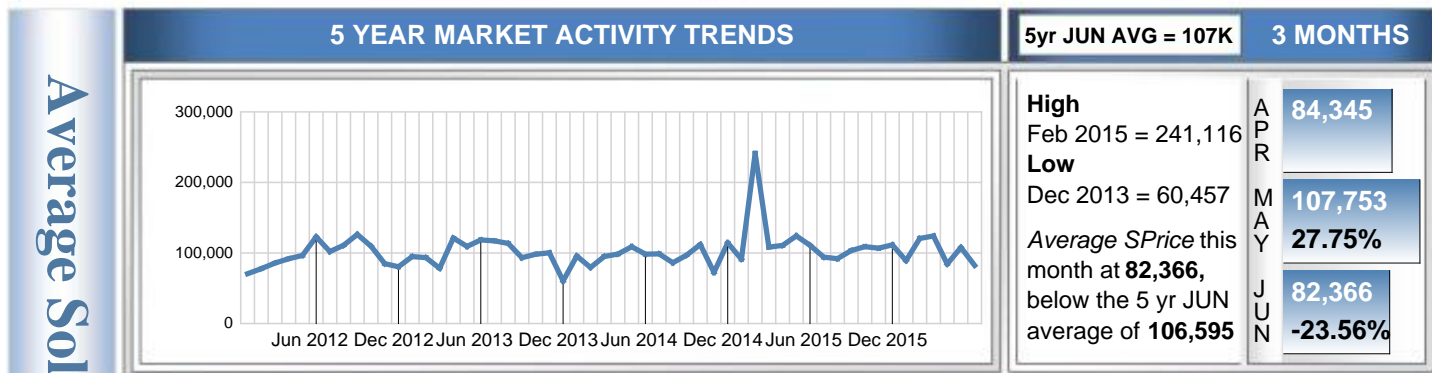
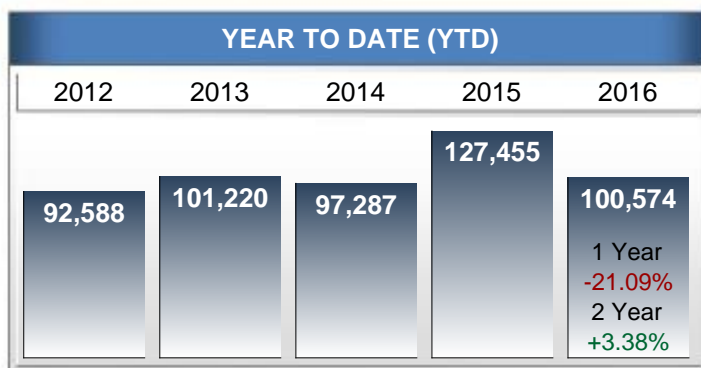
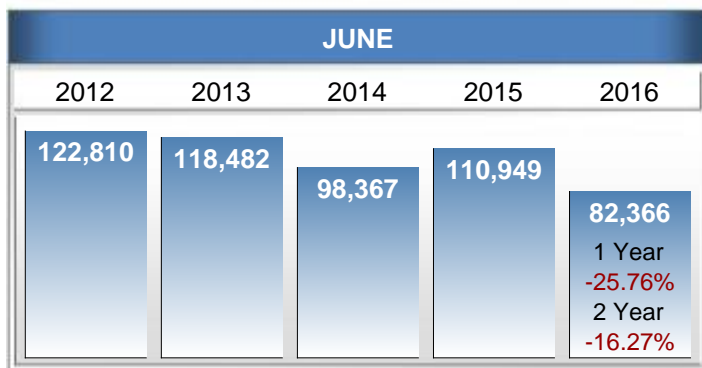
Closed Sales as of Jul 12, 2016



### Average Sold Price at Closing

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



Average Sold Price

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#### AVERAGE SOLD PRICE OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average Sold Price at Closing by Price Range			%	AVS\$	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1		1.37%	7,500	7,500	0	0	0
\$10,001 \$30,000	16		21.92%	16,438	15,106	16,542	28,000	14,905
\$30,001 \$40,000	6		8.22%	36,626	39,000	35,439	0	0
\$40,001 \$90,000	22		30.14%	64,486	59,800	65,864	0	0
\$90,001 \$120,000	10		13.70%	101,750	0	101,750	0	0
\$120,001 \$160,000	10		13.70%	135,840	145,000	136,500	128,950	0
\$160,001 and up	8		10.96%	215,981	0	217,950	210,075	0
Average Closed Price:	\$82,366				\$38,256	\$92,828	\$141,210	\$14,905
Total Closed Units:	73				17	50	5	1
Total Closed Volume:	6,012,698				650.35K	4.64M	706.05K	14.91K



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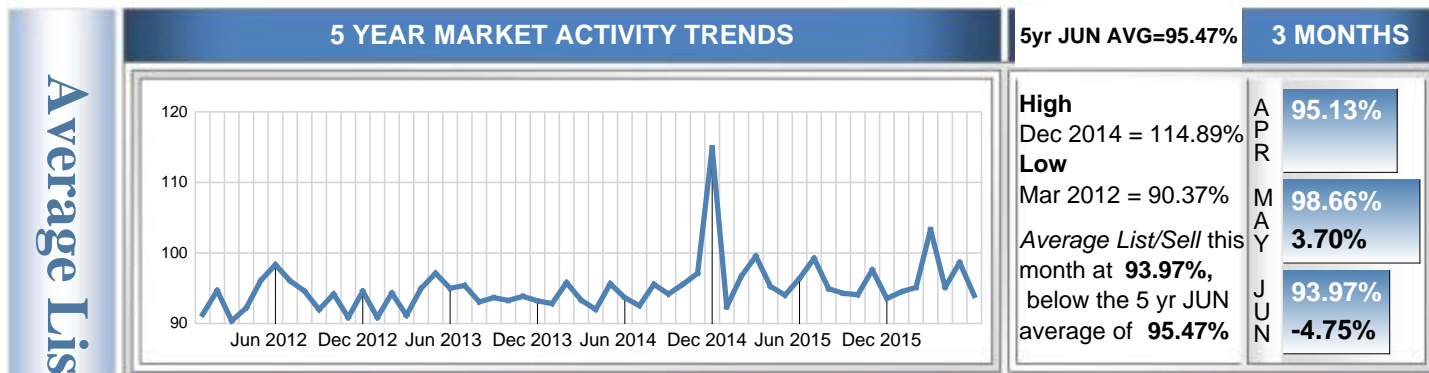
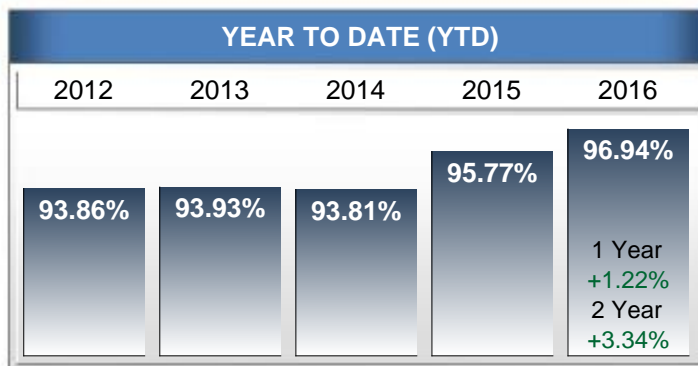
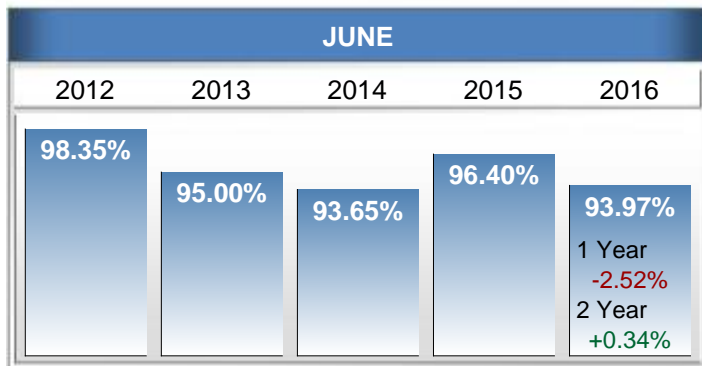
Closed Sales as of Jul 12, 2016



### Average Percent of List Price to Selling Price

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



### AVERAGE L/S% OF CLOSED SALES & BEDROOMS DISTRIBUTION BY PRICE

Distribution of Average L/S % by Price Range		%	AVL/S%	≤2 Beds	3 Beds	4 Beds	5 Beds+
\$10,000 and less	1	1.37%	65.22%	65.22%	0.00%	0.00%	0.00%
\$10,001 \$30,000	16	21.92%	87.37%	84.99%	91.28%	70.18%	100.03%
\$30,001 \$40,000	6	8.22%	98.12%	98.55%	97.90%	0.00%	0.00%
\$40,001 \$90,000	22	30.14%	94.45%	98.20%	93.35%	0.00%	0.00%
\$90,001 \$120,000	10	13.70%	95.88%	0.00%	95.88%	0.00%	0.00%
\$120,001 \$160,000	10	13.70%	98.20%	96.73%	98.62%	97.49%	0.00%
\$160,001 and up	8	10.96%	98.64%	0.00%	98.56%	98.89%	0.00%
Average List/Sell Ratio: 94.00%				90.00%	95.34%	92.59%	100.03%
Total Closed Units: 73				17	50	5	1
Total Closed Volume: 6,012,698				650.35K	4.64M	706.05K	14.91K

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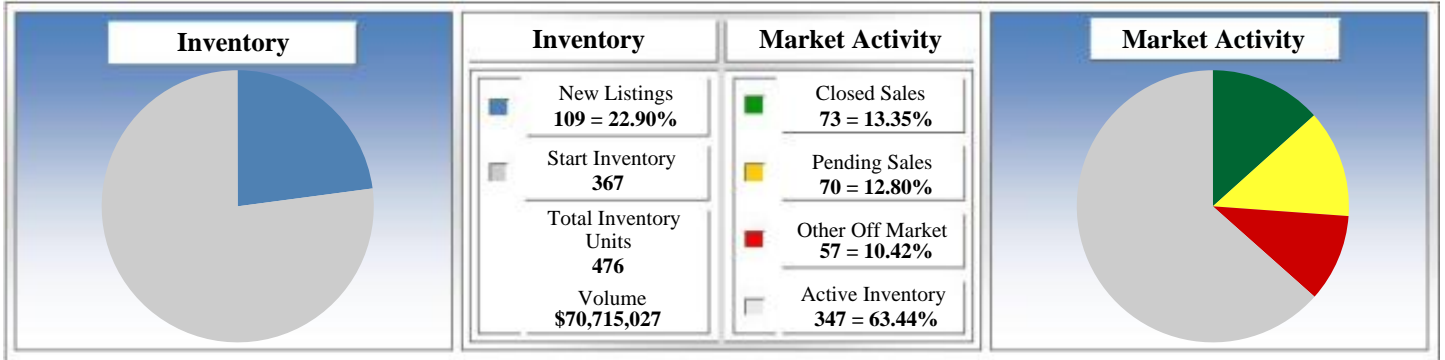
Inventory as of Jul 12, 2016



### Market Summary

Report Produced on: Jul 12, 2016

Area Delimited by County Of Muskogee



**Absorption:** Last 12 months, an Average of 53 Sales/Month

**Active Inventory** as of June 30, 2016 = 347

	JUNE			Year To Date		
	2015	2016	+/-%	2015	2016	+/-%
Closed Sales	54	73	35.19%	277	339	22.38%
Pending Sales	52	70	34.62%	315	384	21.90%
New Listings	120	109	-9.17%	705	702	-0.43%
Average List Price	114,554	85,697	-25.19%	134,628	104,588	-22.31%
Average Sale Price	110,949	82,366	-25.76%	127,455	100,574	-21.09%
Average Percent of List Price to Selling Price	96.40%	93.97%	-2.52%	95.77%	96.94%	1.22%
Average Days on Market to Sale	49.59	39.55	-20.25%	60.48	51.80	-14.36%
Monthly Inventory	392	347	-11.48%	392	347	-11.48%
Months Supply of Inventory	8.10	6.54	-19.26%	8.10	6.54	-19.26%

